EARNINGS PRESENTATION Q1 FY27

July 30, 2026

SEQRITE | Quick Heal

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GLOBAL CYBERSECURITY TRENDS

- Consolidation of security stack
- Investment & adoption of Generative AI in Cybersecurity
- Privacy driven Application & Data Decoupling
- Growing Adoption of Cloud Native Application
- Cybersecurity reskilling
- Organizations continue to accelerate their multiyear Security Service Edge (SSE) and Zero Trust (ZT) journey
- Organizations continue to strengthen their security portfolio with new tools

India Cyber Threat Report:
KEY HIGHLIGHTS

Bigger spectrum of detections and endpoints

Over
265.52 M
detections recorded

over **8 Million** endpoints

Averaging **505 detections** per minute

Behavioral-based detection

34 million
behavior-based detections, accounted for **12.8%** of total detections

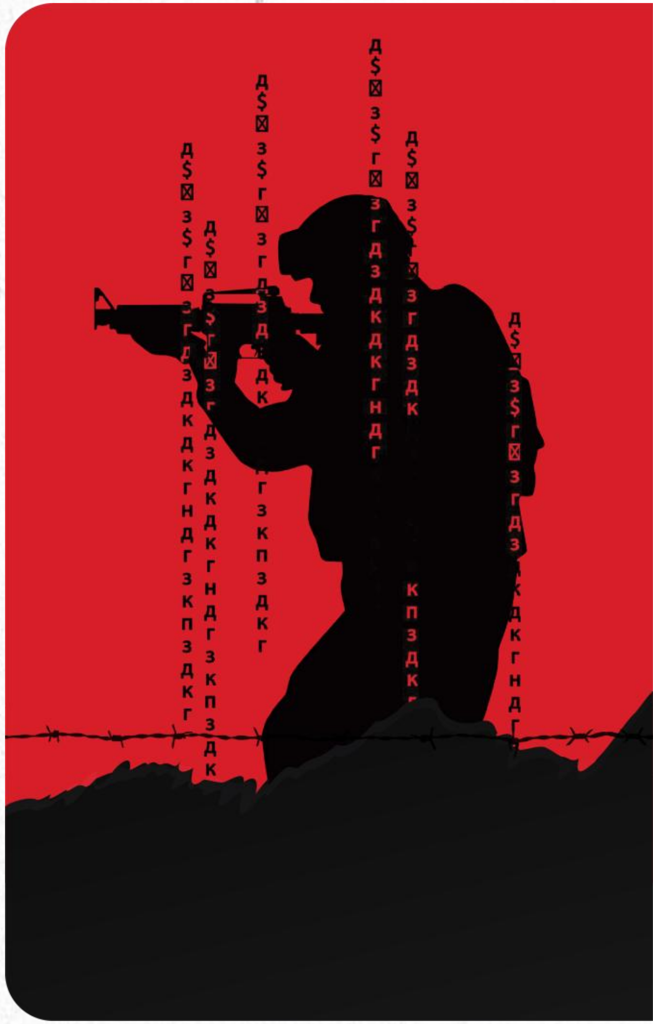
Increase from **12.5%** in 2023

~12 attacks per month per personal end user device

Primary attack vectors

70%
of attacks originated from Trojans and Infectors

On-Prem detections contributed
92%
while 8% detections were cloud



Source: India Cyber Threat Report 2026

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India Cyber Threat Report:
KEY HIGHLIGHTS Contd.

Geographical Hotspots

Maharashtra
24.3%
of detections

Gujarat
16.2%
of detections

Delhi NCR
10.4%
of detections

West Bengal
9.7%
of detections

Uttar Pradesh
9.4%
of detections

Top-most targeted industries

23.8%
Education & Training

18.3%
Healthcare

18.3%
Engineering & Manufacturing

Malware and Ransomware incidents

1 Malware incident per 42,012 detections

1 Ransomware incident per 669 detections

Approximately 5 million Cryptojacking detections reported over the year

Source: India Cyber Threat Report 2026

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OUR PURPOSE

Innovate to "simplify" securing digital experience

Innovate
Focus on grassroot research and adoption of new tech

Simplify
Ease of manageability & operations for the end customers

Secure
Getting the Job Done: Staying one step ahead of the threat actors to protect our customers

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Our **JOURNEY** so far

1993-96
Protected early Generations of PCs

1996-00
Secured PCs, Network & Emails

2001-05
Ensured a safe digital experience for Individuals, Businesses and Government Organizations

2006-10
Threat protection for Smart Phones and Tablets

2011-16
Global Footprint, Foray into enterprise Segment with SEQRITE, & listed on BSE & NSE

2017-19
Protecting Data, Transactions & Cloud transitions

2020-23
Protecting Data, Transactions & Cloud transitions

2023-26
- CSMA Product Stack
- Leadership Strengthening
- India Cyber Threat Report
- Brand Refresh
- Anti Fraud Launch
- SIA Launch
- International Expansion
- Launched DRPS & RRaaS

THIS IS US

Pioneer of cybersecurity in India	**1st** Listed Cybersecurity company in India	Market Leader in India
Collaborators with US bodies **NIST** & **AISIC**	Protecting **8 Million** Active Devices	9 Patents
Presence in **70+** countries	**~1000** Cybersecurity Professionals	Protecting Critical Infrastructure of India

Proud Owners of **Seqrite Labs**: Largest in the country

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Founded By The

VISIONARIES

Dr. Kailash Katkar
Managing Director

A Visionary Founder and Leader, a Born Entrepreneur, and an Exemplary Trailblazer, he has transformed Quick Heal into a beacon of success and innovation in the Cybersecurity industry.
His business acumen has consistently driven Remarkable financial performance, customer satisfaction, market leadership making Quick Heal & SEQRITE the preferred choice for customers globally.

Dr. Sanjay Katkar
Joint Managing Director

Co-Founder of Quick Heal Technologies Limited, Joint Force, and Technology Powerhouse behind the company's journey. An unmatched Cybertech Mastermind, who is relentlessly shaping the company's global technology strategy and driving core research and development while pursuing product innovation to fortify cyber security.

Led By The INDUSTRY EXPERTS

Harish Kumar G S
Chief Executive Officer

An industry veteran with over three decades of experience in the technology sector, Harish has a proven track record of driving growth, scaling up iconic brands, and building high-performance teams. He is focused on strengthening Quick Heal's position as a trusted cybersecurity leader through innovation, customer-centricity, and operational excellence.

Amartya Mukherjee
VP & Head of Delivery

Ankit Maheshwari
Chief Financial Officer

Anupama Katkar
Chief of Operational Excellence

Ashish Kadam
Director, Government Business

Deepak Mishra
Head, Retail Sales

Dr. Lalit Mohan
Chief Product Officer

Netra Deshpande
Head of Engineering

Rohit Kachroo
Senior Director,
IT & Digital Transformation

Samuel Sathyajith
Senior VP, Enterprise Sales

Sangamesh S
Head of Seqrite Labs

Savita Nehra
Vice-President, People & Culture

Sudhanshu Tripathi
Chief Marketing Officer

OUR STRATEGY & WAY FORWARD

Expanding Across

3 LEVERS

Large Customers

Moving up the customer segments as the solutions mature

Niche Solutions specifically targeted to Large Enterprises (SDP) and Mid Enterprises (Threat Management)

Geographic Reach

Setting up a strong foot in Indian Market

Strategic Expansion in select focused geographies

Product Stack

Holistic cybersecurity stack for better protection and increased wallet share

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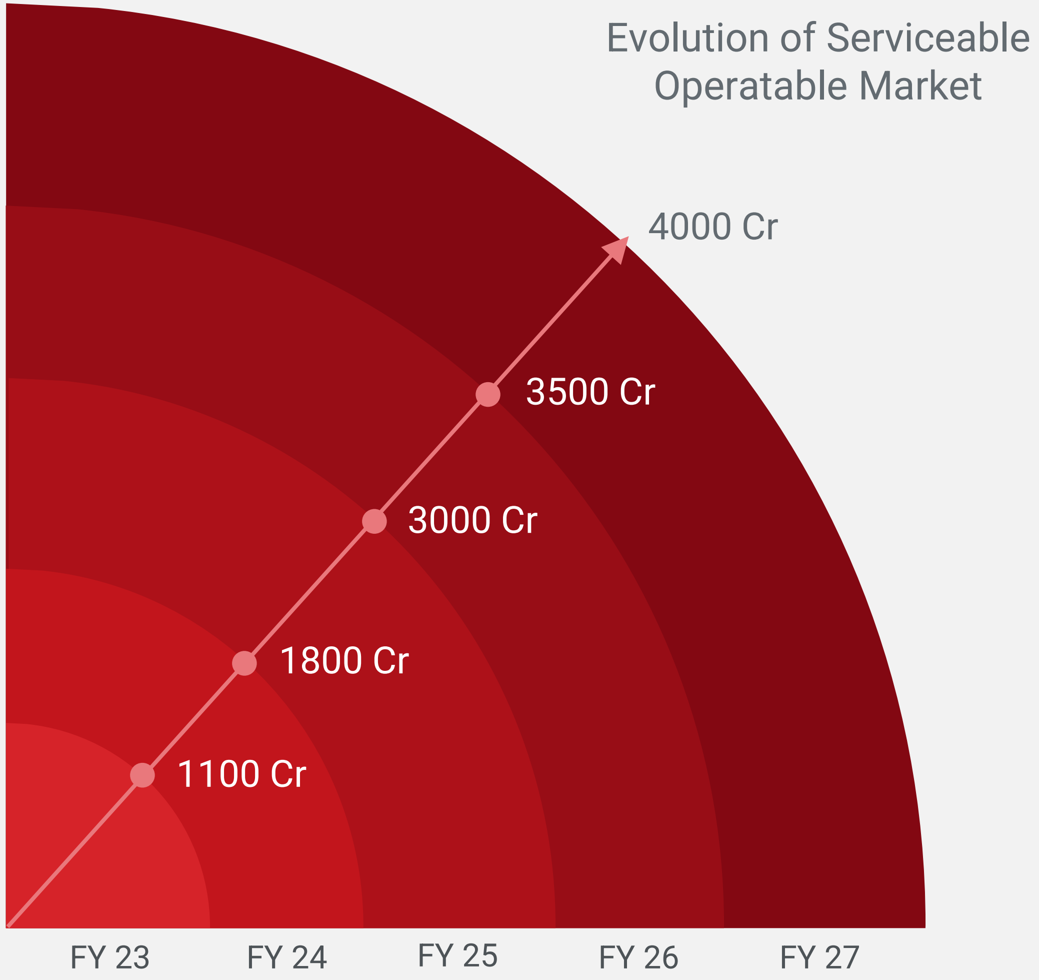
Seqrite
SOLUTION STACK

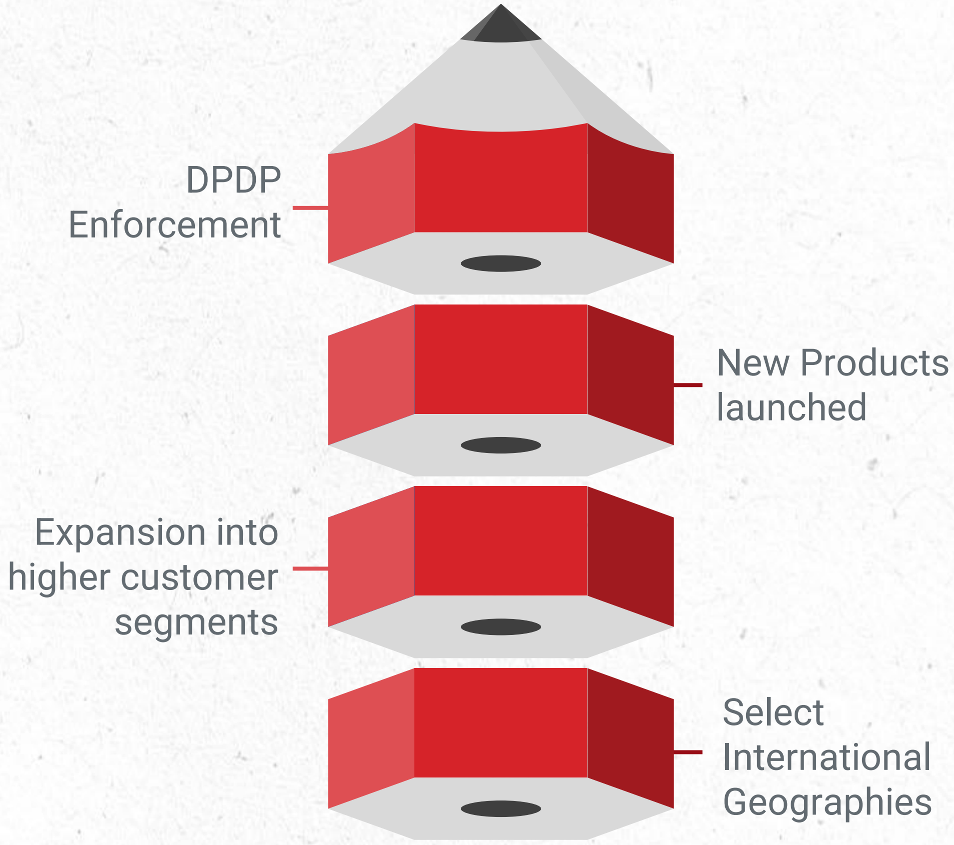
An approach to simplify cybersecurity by integrating security tools across a distributed enterprise

EXPANDING

Serviceable Operatable Market



Levers of SOM Growth



Source: Market Research & Company Estimates

Our

RIGHT TO WIN

- Largest Cybersecurity Lab in India with unique telemetry
- Holistic platformised cybersecurity solution
- Simple Integrated Architecture
- Solving unique value propositions & use cases (E.g.: On prem & cloud)
- Best in class support offerings
- Adoption of the new age tech in our stack
- Make in India
- Strong Partner Network across the country
- Proximity to the customers in India

AWARDS & RECOGNITIONS

Seqrite Endpoint Protection Achieves **AV-TEST Approved – Top Product - Corporate Endpoint Protection**

Seqrite Endpoint Protection for Best Performance by **AV-Test**

Quick Heal is certified as one of the safest for browsing & banking by **AVLab, Poland**

Quick Heal is certified the *"Product of the year"* by **AVLab, Poland**

Q1 FY27:
BUSINESS HIGHLIGHTS

Business HIGHLIGHTS

- Key strategic account wins in Defense, BFSI & large IT services company through our new gen products
- Strong momentum in the government vertical
- **Order Book:** INR 56 Cr+
- **Deferred Revenue:** INR 52.3 Cr (Q4FY26: 33.8 Cr)
- Focus on bringing down overdues in the Consumer business

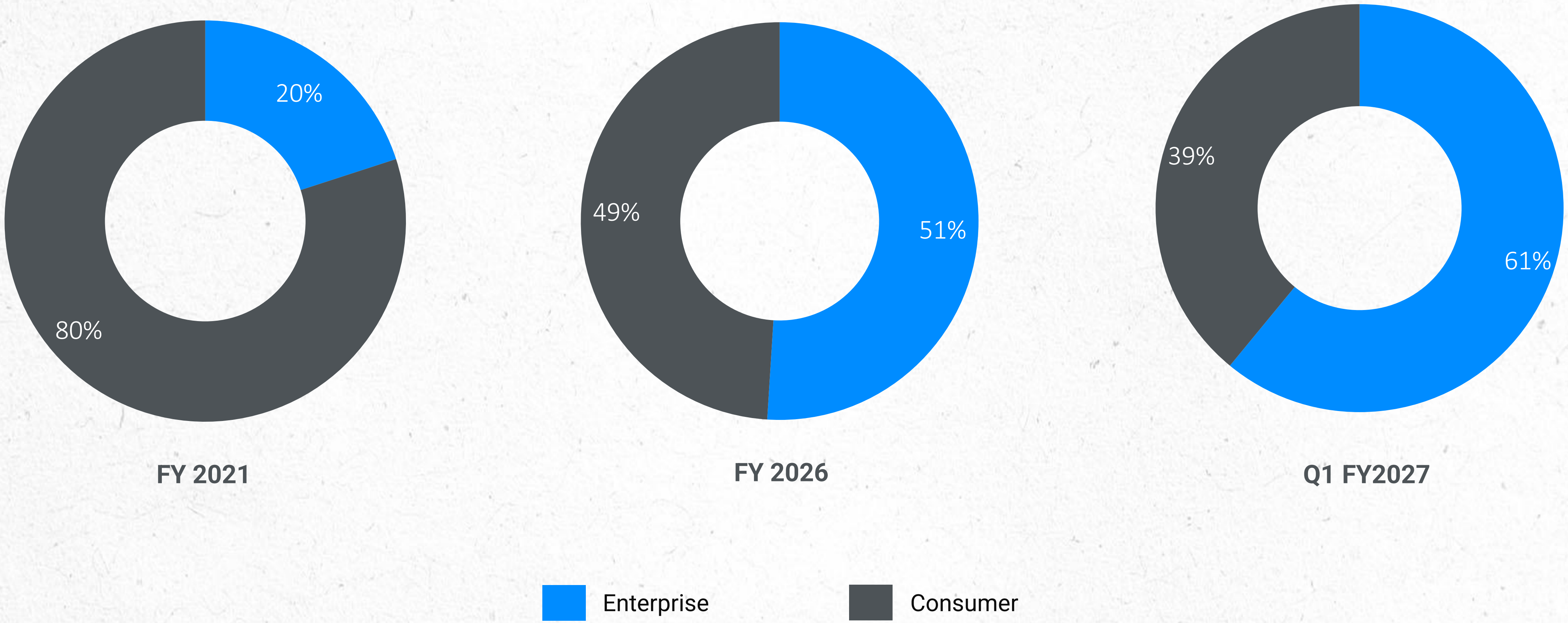
Q1 FY27:

PERFORMANCE HIGHLIGHTS

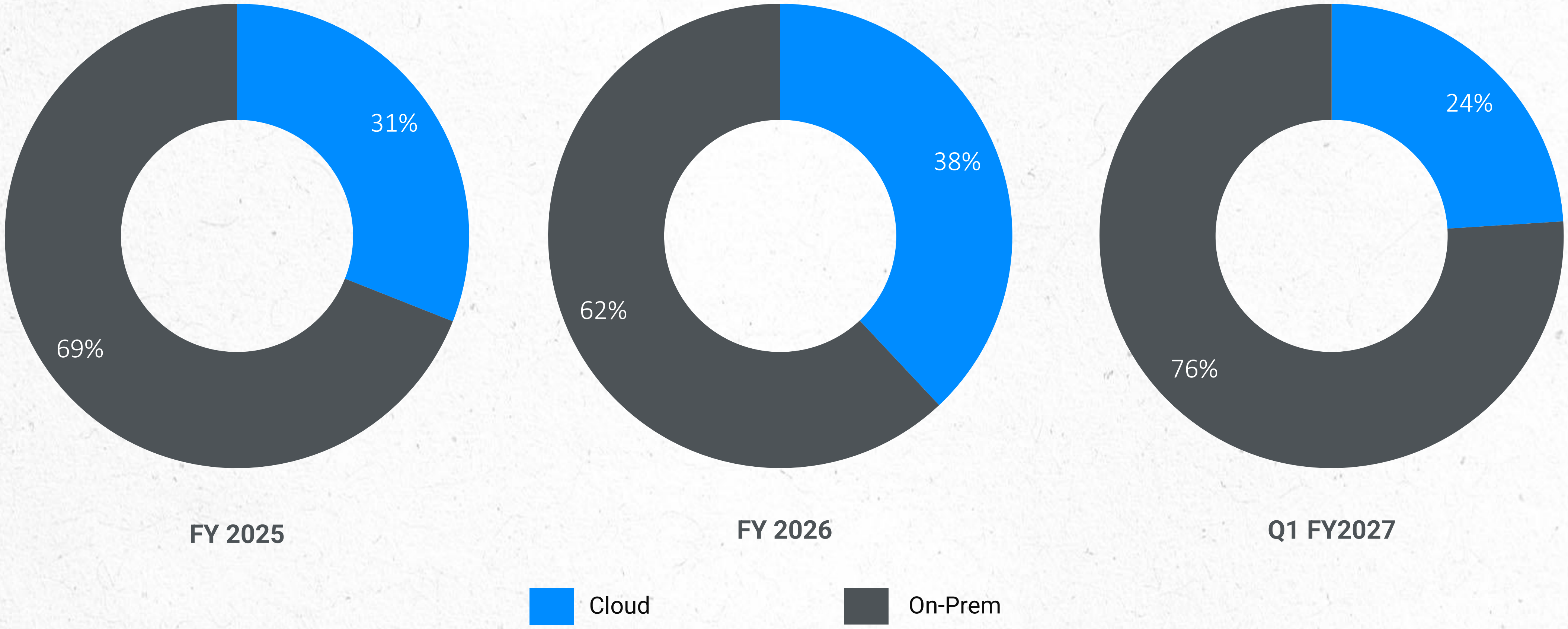
₹ 45.0 Cr Net Revenue -21.4% YoY	**₹ (17.6) Cr** EBITDA -80.6% YoY	**₹ (5.3) Cr** PAT 4.2% YoY
₹ (0.9) Diluted EPS 5.4% YoY	**₹ 30.0 Cr *** Enterprise Revenue -5.5% YoY	**₹ 19.2 Cr *** Consumer Revenue -39.3% YoY

*Based on gross revenues excluding deferred revenue, before adjusting for sales incentives

Deconstructing
CURRENT BUSINESS



Enterprise Business
CLOUD & ON-PREM



Key Financial Highlights

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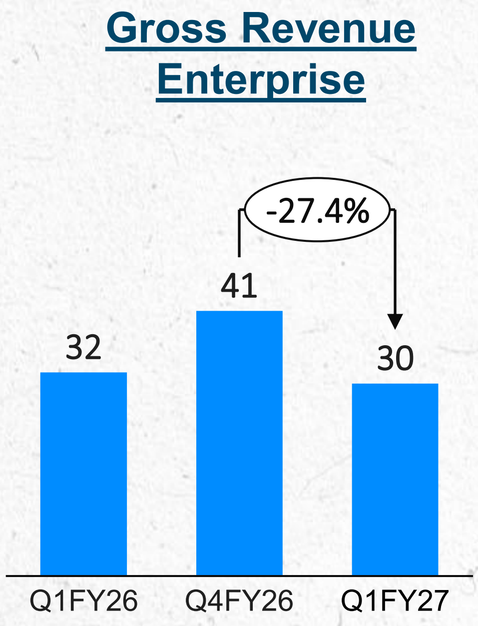

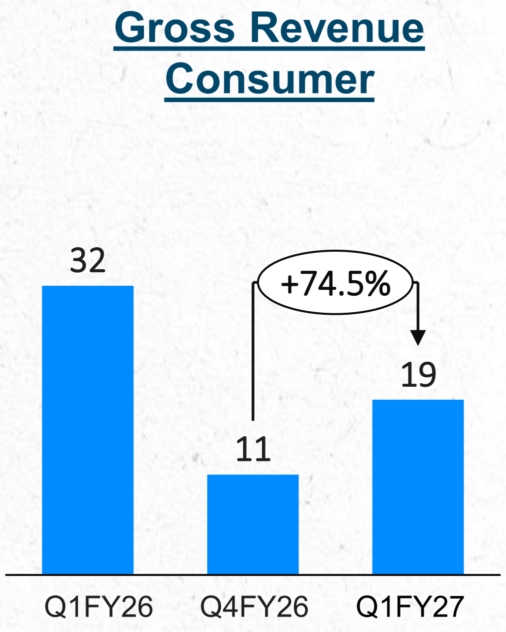

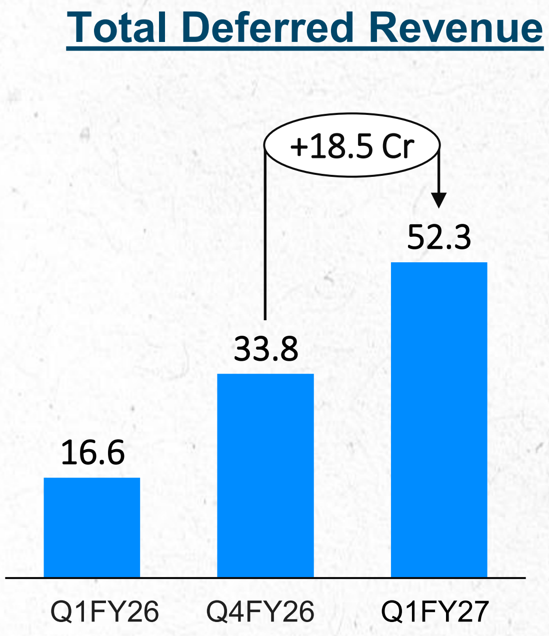

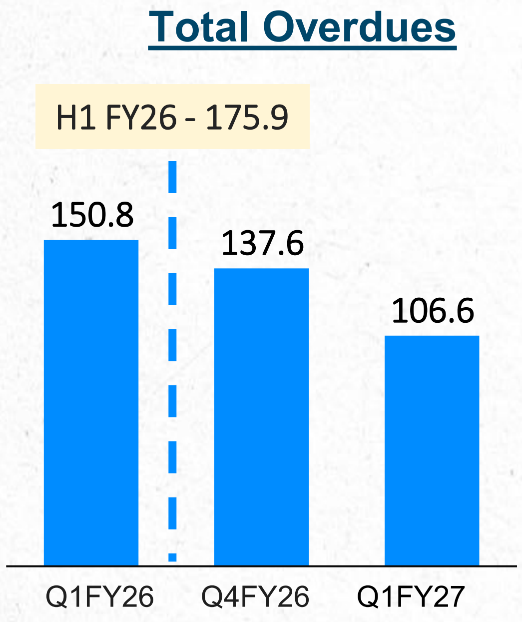

- Incremental Deferred revenue of 18.5 Crs for Q1FY27, over and above enterprise and consumer revenue, demonstrating strong inroads & market acceptance of our new gen products
- Reduction in overdues by nearly 70 Crs since H1FY26, which now stands at 106.6 Crs

All figures in INR Cr

Seqrite:
ENTERPRISE ARM OF QUICK HEAL

FY16

Foray into Enterprise Segment with **Seqrite** Endpoint Protection

FY17 – 22

SMB Market Capture & Leadership

FY23-24

- Investments in EDR, XDR, Zero Trust & Data Privacy products
- Crossed 100 Cr in revenue
- Mid-Market Capture

FY25

- Horizon-3 Product
- Material New Product Revenue
- Projects & Order Book
- SIA Launch

FY26-27

- Government segment penetration
- International Expansion
- Data Privacy Market Entry
- DRPS and RRaaS launched

Enterprise
MARKETING CAMPAIGNS

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BTL – Outdoor Hoarding Branding

Webinar- Privacy Hour

Partner Webinar for MEA Region

DSCI FINSEC Conclave 2026

Data Privacy Campaigns

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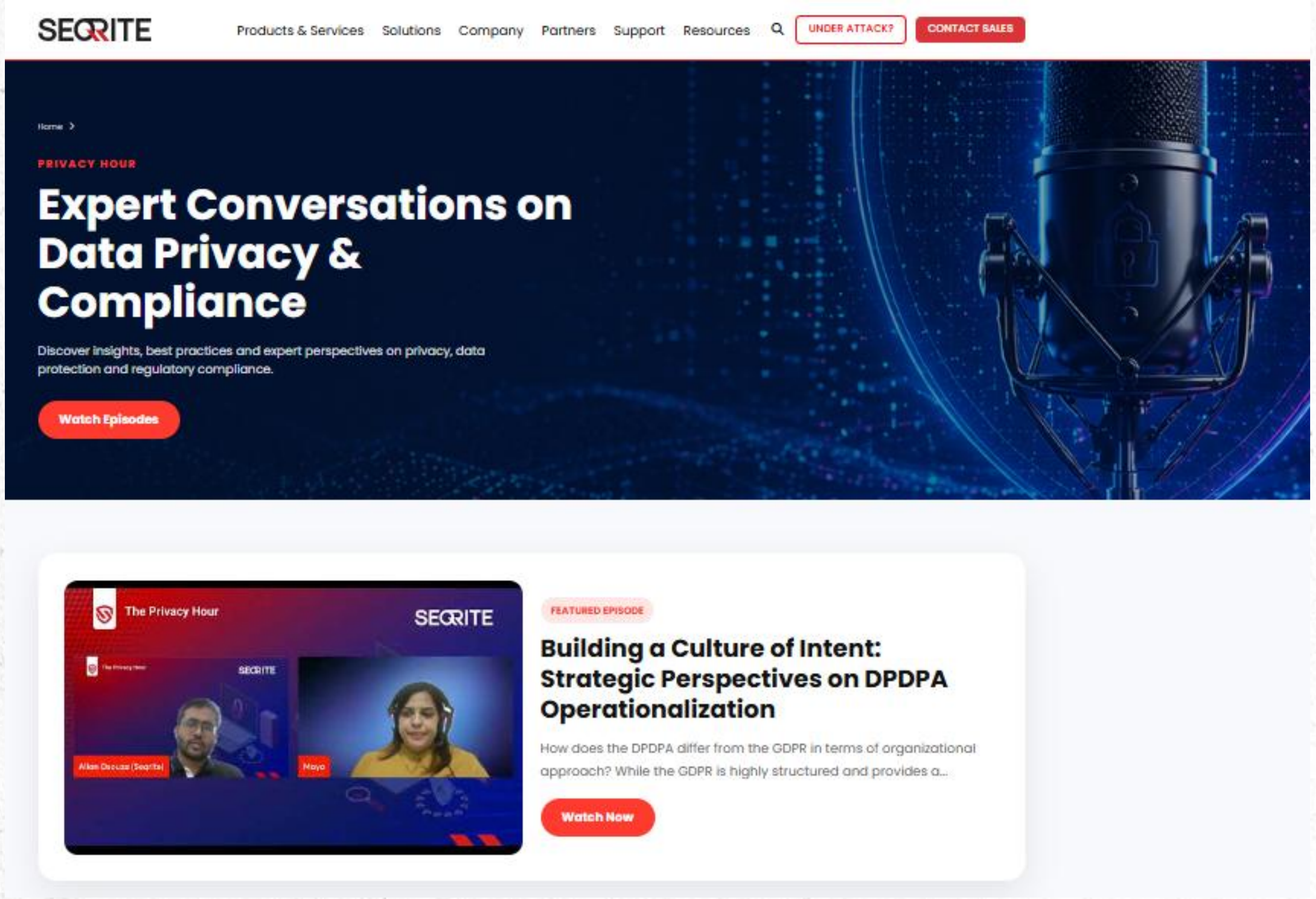

Seqrite
27,388 followers
Promoted

DPDP Enforcement Is LIVE! Are You Compliant or at Risk?
- Avoid penalties, reputational damage & loss of trust
- Get a clear, step-by-step compliance roadmap
- Identify gaps in data, consent, and security fast
- Learn what regulators expect right now
- Turn compliance into a business advantage

Download the whitepaper now to stay ahead in the evolving data privacy landscape.

Download

Market Leader:

CONSUMER ANTIVIRUS BUSINESS

- 30 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India

Our Approach:

- Positioning **AntiFraud.AI** to tackle the financial frauds
- Focus towards maintaining our market share in AV segment
- Drive consumer awareness in the geography in cybersecurity specific domain

Consumer
MARKETING CAMPAIGNS

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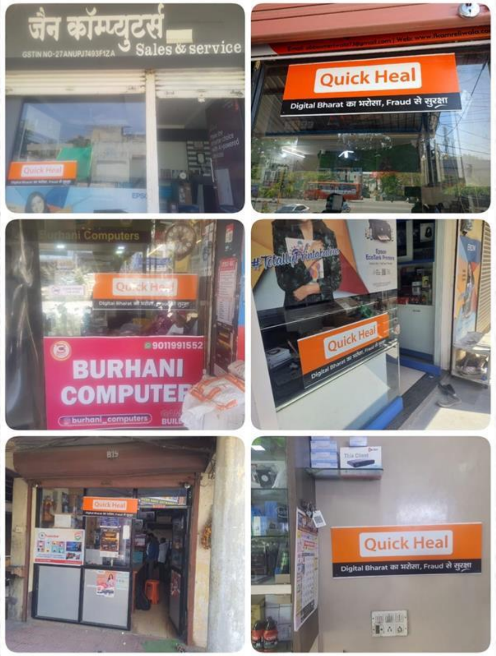
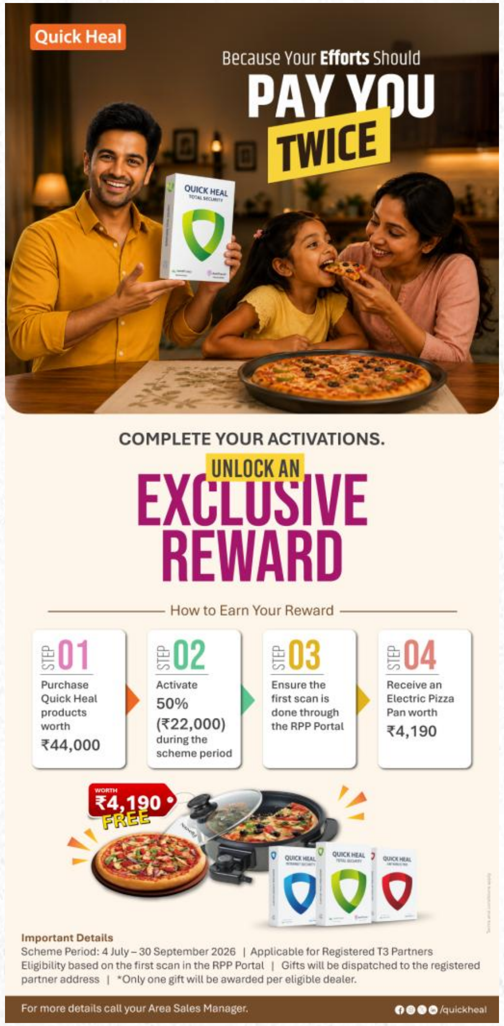
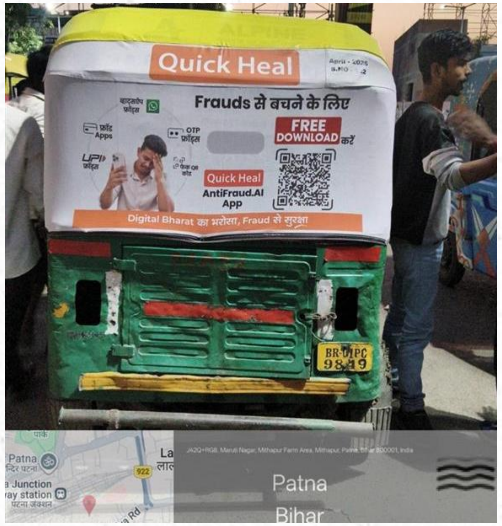
Repositioning of the brand & amplification through 360-degree marketing



Booster for Sales - T3 partner



BTL – Auto Branding across different cities



Partner Communications

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CSR
Update

Cyber Shiksha for Cyber Suraksha

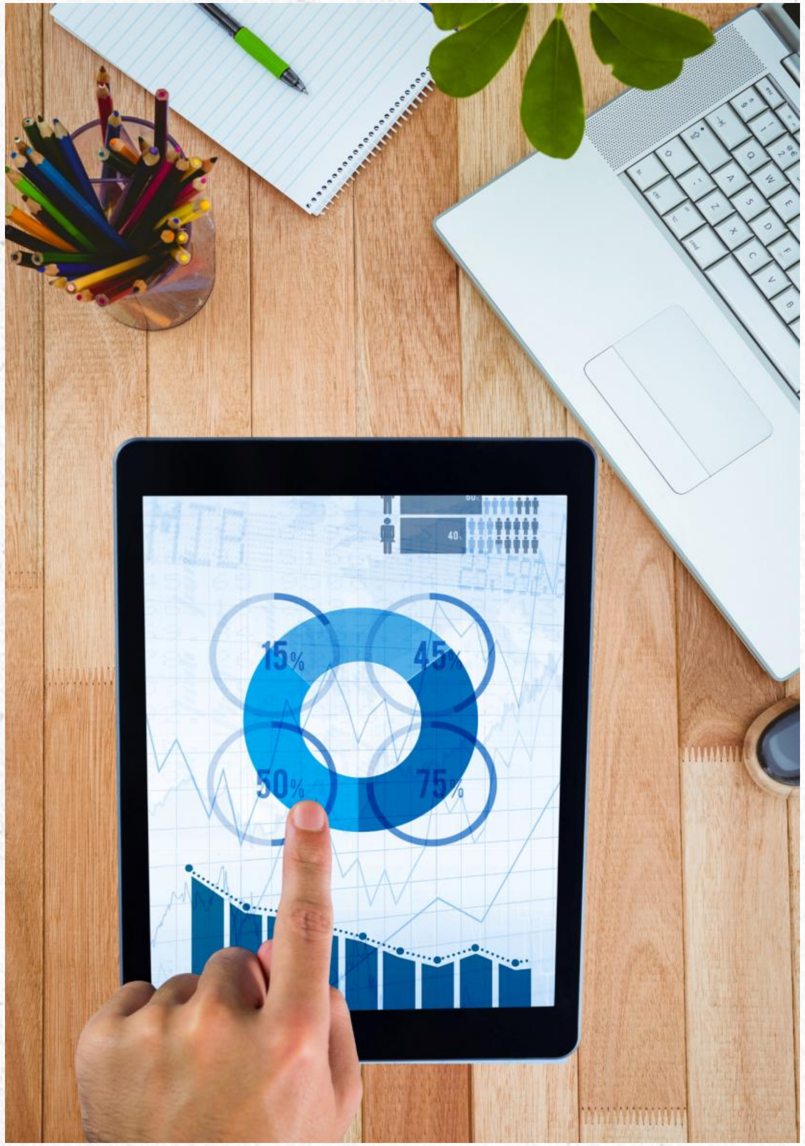
Total Outreach **90 Lacs+**

Total States Covered **19**

Maharashtra, Karnataka, Gujarat, West Bengal, Chhattisgarh, Uttar Pradesh, Assam, Punjab, Jammu & Kashmir, Madhya Pradesh, Kerala , Goa, Odisha, Haryana, Tamil Nadu, Rajasthan, Bihar, Jharkhand, Puducherry

Q1FY27:
FINANCIAL HIGHLIGHTS

Consolidated P&L

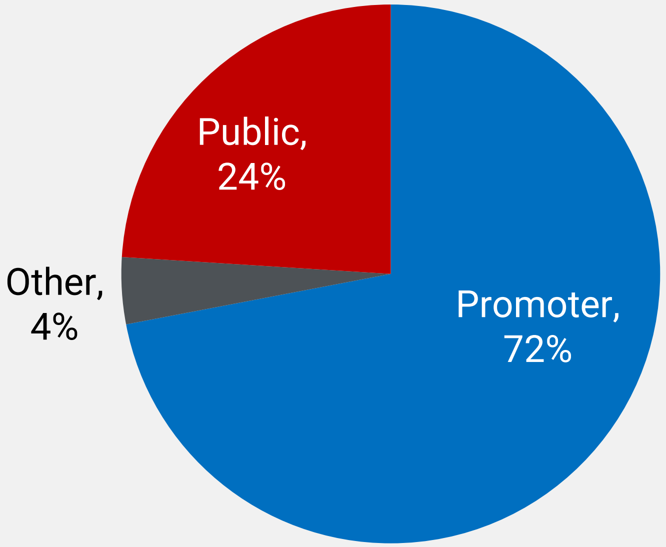


PARTICULARS	Q1 FY26	Q4 FY26	Q1 FY27
Revenue	**57.2**	**48.7**	**45.0**
Direct Cost	0.9	4.2	0.8
Gross Profit	**56.4**	**44.5**	**44.2**
Gross Margin	**98.5%**	**91.4%**	**98.2%**
Operating Cost			
Research and Development	31.3	32.1	28.1
Sales and Marketing	21.1	26.9	20.9
General Administration	13.6	14.8	12.6
Total Expenditure	**66.1**	**73.8**	**61.8**
EBITDA	**(9.7)**	**(29.3)**	**(17.6)**
EBITDA %	**-17.0%**	**-60.2%**	**-39.1%**
Depreciation	3.0	4.1	3.9
EBIT	**(12.7)**	**(33.4)**	**(21.4)**
Other Income	5.8	3.8	14.1
Finance Cost	(0.1)	(0.0)	0.0
Profit Before Tax (PBT)	**(7.0)**	**(29.7)**	**(7.3)**
Tax	(1.5)	(9.7)	(2.0)
Profit After Tax (PAT)	**(5.5)**	**(19.9)**	**(5.3)**
PAT Margin	**-9.6%**	**-40.9%**	**-11.7%**

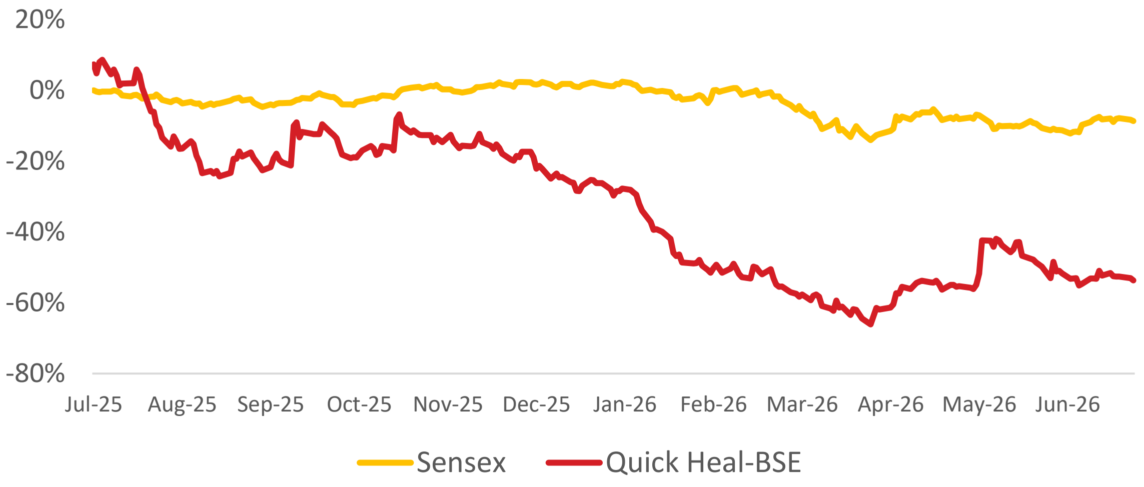
All figures in INR Cr

Capital Market Data

Shareholding Pattern (as on 30th June 2026)



Stock Market Performance (as on 30th June 2026)



Price Data (as of 30th June 2026)	
Face Value	10.00
Market Price	172.40
52 Week H/L	416.00/125.00
Market Cap (INR Mn)	9,354.17
Equity Shares Outstanding (Mn)	54.26
1 Year Avg. Trading Volume ('000)	678.21
1 Year Avg. Net Turnover (Mn)	172.13

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